

Vendors, Purchasing Partners, and Service Equipment



Potential Vendors and Purchasing Partners

A school store's ability to offer specific foods and beverages is obviously limited by the items their specific vendors have available. Many schools in larger cities purchase foods from either Costco, Sam's Club, Wal-Mart or a local grocery store in the area.

Other vendors or purchasing partners may include:

School Food Service Program. Many food services order weekly from Sysco or Food Services of America and can obtain products for the school store at a wholesale price. They also have relationships established with local dairies and produce companies and can assist you with obtaining products for your store. It can also be a win-win situation for your store and their program, if you can work with your food service to have them supply products to you. For instance, they may also be willing to sell you some of their homemade items such as sandwiches, baked goods, and single servings of fruits and vegetables with dips.

You may want to develop and implement a food service partnership agreement (see sample agreement on page 25.)

Office of Public Instruction, School Nutrition Cooperative Bid Purchasing Program. Montana schools increase their buying power by participating in a statewide cooperative purchasing program. Items can be ordered twice a year through the bid program with four deliveries a year. There is no minimum order and tremendous savings are realized through this program. Talk with your food service program manager or contact Kennie Johnson at the Office of Public Instruction.

Kennie's contact information is 404-444-4412 or kennie@state.mt.us

Montana Made Foods. Purchase locally whenever possible to support Montana agriculture and businesses. Many schools form partnerships with local bakeries or bagel shops to get a well-known specialty product that many of their customers want. An example of where this local purchasing partnership is a success is:

The Bozeman High School DECA store purchases homemade bagels from a local bagel shop each day. The bagel shop delivers these fresh products daily to this school store.

Another possibility may include having a local fruit smoothie business deliver a popular flavored fruit smoothie once a week. Other Montana businesses include local grocery stores and dairies, Big Spring Water (Lewistown), Wheat Montana Bakery, and Hi-Country Beef Jerky (Lincoln). Make a point of finding out what local businesses in your community might be potential partners as part of your market research.

Service and Merchandising Equipment

In order to merchandise specific products, you may find a need for special storage or service equipment. Consult this list of companies for service and merchandising equipment.

This list is not meant to be all-inclusive nor does it endorse a specific company or item. It may be a helpful guide in locating equipment or supplies for a student store.

- **Campbell's FoodService** (serving units for soup, merchandising and promotional kits)
800-Try-Soup or www.campbellfoodservice.com
800-879-7687 (for V-8 beverage coolers)
- **Dakota Gourmet** (distributor of healthy snacks)
www.dakotagourmet.com or call 800-727-6663
- **Food Services of America** (food distribution company located in Billings, Montana)
800-829-4045 or 406-238-7800, or www.fsafood.com
- **General Mills Merchandising Equipment** (cereal and snack racks, ice barrels and more)
c/o Juhl Brokerage, Inc. Ask for information by faxing a request to 406-652-9304.
- **Great Gazebo, Inc.** (gazebos, rectangular booths and more)
800-962-2767 or info@greatgazebo.com
- **Hi-Country Snack Foods, Inc.** (line of beef jerky and meat snacks)
P.O. Box 159, Lincoln, Montana, 59639
800-433-3916, 406-362-4203, FAX 406-362-4275
- **J & J Snack Foods Corporation** (soft pretzel equipment)
888-JJSNACK or www.jjsnackfoodservice.com
- **Lakeside, Inc.** (food carts to mobile kiosks)
888-558-8472 or info@eLakeside.com or www.eLakeside.com
- **National Dairy Council** (on-line cooler catalog for milk coolers)
www.nutritionexplorations.org/sfs/cold/cold-catalog.asp
- **SYSCO Food Services of Montana** (food distribution company located in Billings, Montana)
800-755-3673 or 406-247-1100 or www.sysco.com
- **VitaPup** (frozen beverage machine to serve VitaPup)
Contact Sysco Inc., 800-823-8555
- **Wheat Montana Farms and Bakery**
10770 U.S. Hwy 287, 406-285-3614 or 800-535-2798
info@wheatmontana.com or www.wheatmontana.com/index.asp

Food Service Partnership Agreement

Nutrition SEN\$E Project

By signing below, we acknowledge that we have discussed the many possibilities of selling nutritious snacks in our school store, and have planned a partnership between our school store and School Food Service to promote healthy foods. We recognize the need to promote our School Food Service that offers many healthy meals to students, and to support our school store that would offer different, equally healthy snacks.

To help us reach these goals while avoiding competition between the School Food Service and the school store, we, as a partnership, have agreed:

1. To promote student use of the School Food Service by:

- a. Asking that the vending machines be turned off from 7 a.m. every morning when the breakfast program opens until after the breakfast program is closed.
- b. Advertising the availability of healthy meals in the cafeteria in addition to healthy snacks in the school store.
- c. Offering alternative fund raising suggestions to groups who sell candy and donuts outside the cafeteria at lunch, and who thus discourage students from eating foods offered by the food service.

2. To support the sale of healthy foods in the school store by:

- a. Possibly supplying the store with some healthy snacks, such as granola bars, yogurt, and string cheese through the School Food Service.
- b. Possibly supplying the store with milk and juice through the School Food Service for sale after school.

3. To avoid direct competition between the school store and the School Food Services by:

- a. Selling foods in the school store different from those offered in the cafeteria.
- b. Selling foods in the school store at prices equal to or more expensive than foods in the cafeteria.

Food Service Representative

Date

Nutrition SEN\$E Store Representative

Date

Developed by East Middle School, Great Falls MT, 2003 Project Nutrition.